



COMMONWEALTH of VIRGINIA

Department of Medical Assistance Services

PATRICK W. FINNERTY
DIRECTOR

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April 7, 2006

Dear Virginia Dental Provider:

The Department of Medical Assistance Services (DMAS) previously announced to all Virginia dentists that the Governor and the 2005 Virginia General Assembly approved an unprecedented 30% overall increase in funding for the new ***Smiles for Children*** dental program. Of this increased funding, 28% was applied to the overall fee schedule effective July 1, 2005.

We are pleased to announce that the remaining 2% rate increase will become effective May 1, 2006. The DMAS Dental Advisory Committee, composed of dentists from across Virginia, decided to target this funding toward rate increases for several extraction/impaction codes, conscious sedation and root canals. The targeted rate increases were adopted to attract additional dentists, particularly specialists, who perform these services into the ***Smiles for Children*** network.

The new rate schedule for these targeted services is enclosed. The complete ***Smiles for Children*** dental fee schedule for all covered procedures can be obtained by visiting the DMAS website at www.dmas.virginia.gov and selecting the ***Smiles for Children*** link.

If you now participate in the ***Smiles for Children*** program, we truly appreciate your continued participation and support. If you are not yet a participating provider, we encourage you to review the updated rate information carefully and sign up. The new program is getting outstanding reviews as it offers industry-standard administration, flexible claims filing options, timely reimbursement, a dedicated call center and streamlined authorization requirements.

Together, we can continue to improve the oral health of Virginia's children.

Sincerely,

Patrick W. Finnerty
Director
DMAS

cc: Mark S. Crabtree, D.D.S., President, Virginia Dental Association
Monroe E. Harris, Jr., D.M.D., Old Dominion Dental Society

VIRGINIA DENTAL ASSOCIATION

Constituent of the American Dental Association

7525 Staples Mill Road/Richmond, Virginia 23228/804/261-1610
804/261-1660 FAX

April 7, 2006

Dear Virginia Dental Provider,

Over the last two years, we have worked together to improve the dental services provided to Medicaid, FAMIS, and FAMIS-Plus children. The result of our efforts was the successful implementation of a vastly improved dental plan called ***Smiles for Children***, which became effective on July 1, 2005.

Although we have been successful in recruiting over 150 additional dentists to participate in this new program since July 2005, we need to enroll more general dentists and dental specialists if we are to improve access to dental services.

Smiles for Children is a provider-friendly dental program being administered by **Doral Dental, USA** and offers many dental provider benefits. Some of the program improvements are:

- A 30% overall increase in funding for dental fees
- Single benefits administrator for all children
- A dedicated provider call center for improved customer service
- Flexible claims filing options with prompt and accurate payment
- Provider education and training sessions
- Vastly reduced prior authorization requirements

Smiles for Children has been getting outstanding reviews on both the national and state levels. Feedback from participating dentists indicates the new program compares very favorably to most commercial dental insurance plans.

If you have not signed up to be a ***Smiles for Children*** provider, please take this opportunity to do so. We encourage you to contact Doral Dental, USA at 1-800-341-8478. They will be glad to send you a provider application package and assist you with any questions you may have. We look forward to working with you to improve the oral health of children across the Commonwealth.

Sincerely,

Mark a. Crabtree, D.D.S.
President
Virginia Dental Association

Monroe E. Harris, Jr., D.M.D.
President
Old Dominion Dental Society

Patrick W. Finnerty
Director
DMAS



*A Community of Professionals Advancing
Dentistry and Serving the People of Virginia*

What Dentists are Saying about the New *Smiles for Children* Program

"I am very excited and pleased at the changes that have occurred in Medicaid. There are now pediatric dentists in Warrenton, Gainesville, and several others in Northern Virginia now accepting Medicaid because of the changes."

Northern Virginia Dentist

"Remits are wonderful to interpret, easy to read, so easy to reconcile ... We are very satisfied with the new program. The key is having the entire Medicaid program under one vendor."

Southwest Virginia Dentist

"Doral and DMAS are there for us and are doing everything that they can to make this a very positive and efficient procedure for all of us ... Much of the interaction with Doral and the Medicaid program can be done on the internet at their website (eligibility verification, reimbursement rates for particular procedures, covered procedures, almost anything you need to know). In my opinion, there is no bureaucratic reason not to be a participant in this Medicaid program now."

Central Virginia Dentist

"My experience with Doral has been very helpful. We have filed claims successfully electronically, through their web site and by paper....In fact, some of the claims are prior to July 1 and the Patient's ID # changed, Doral processors are actually finding the correct # and processing the claims."

Tidewater Dentist

"I have had less trouble with the Smiles for Children Program than traditional insurance programs."

Shenandoah Valley Dentist

"I have had no problems, my staff is enthusiastic about the kids and I have not received any mountains of mail. Reimbursement rates are more than adequate considering the situation and source. I would also like to say that we are not seeing a high no show rate for the appointments."

Central Virginia Dentist

Smiles For Children Dental Program



Smiles For Children
Healthy Oral Care And More

DENTAL CODES TARGETED FOR RATE INCREASE EFFECTIVE MAY 1, 2006		Rate Effective 5/1/06	Rate Effective 7/1/2005	Rate Prior to 7/1/2005
D3310	ANTERIOR (EXCLUDING FINAL RESTORATION)	\$ 375.00	\$ 347.90	\$ 259.09
D3320	BICUSPID (EXCLUDING FINAL RESTORATION)	\$ 430.00	\$ 398.82	\$ 300.59
D3330	MOLAR (EXCLUDING FINAL RESTORATION) EXTRACTION, ERUPTED TOOTH OR EXPOSED ROOT (ELEVATION AND/OR FORCEPS REMOVAL)	\$ 679.00	\$ 513.07	\$ 393.70
D7140	SURGICAL REMOVAL OF ERUPTED TOOTH REQUIRING ELEVATION OF MUCOPERIOSTEAL FLAP AND REMOVAL O	\$ 69.00	\$ 63.36	\$ 47.56
D7210	REMOVAL OF IMPACTED TOOTH - SOFT TISSUE	\$ 128.00	\$ 110.63	\$ 77.94
D7220	REMOVAL OF IMPACTED TOOTH - PARTIALLY BONY	\$ 154.00	\$ 125.42	\$ 102.22
D7230	REMOVAL OF IMPACTED TOOTH - COMPLETELY BONY	\$ 213.00	\$ 190.00	\$ 154.85
D7240	REMOVAL OF IMPACTED TOOTH - COMPLETELY BONY REMOVAL OF IMPACTED TOOTH - COMPLETELY BONY, WITH UNUSUAL SURGICAL COMPLICATIONS	\$ 247.00	\$ 221.04	\$ 180.15
D7241	REMOVAL OF IMPACTED TOOTH - COMPLETELY BONY	\$ 266.00	\$ 245.40	\$ 200.00
D7250	SURGICAL REMOVAL OF RESIDUAL TOOTH ROOTS (CUTTING PROCEDURE)	\$ 128.00	\$ 113.01	\$ 92.10
D7280	SURGICAL ACCESS OF AN UNERUPTED TOOTH	\$ 271.00	\$ 251.72	\$ 205.15
D7283	PLACEMENT, DEVICE TO AID ERUPT	\$ 99.00	\$ 42.94	\$ 35.00
D9248	NON-INTRAVENTOUS CONSCIOUS SEDATION	\$ 110.00	\$ 67.49	\$ 55.00